

Message Text

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C O N F I D E N T I A L STATE 206660

FOLLOWING REPEAT MOSCOW 19118 ACTION SECSTATE
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QUOTE: C O N F I D E N T I A L MOSCOW 19118

MARAD FOR BLACKWELL

LONDON FOR MARITIME ATTACHE

E.O. 11652: GDS

TAGS: ETRD, EWWT, EEWT, UR, US

SUBJECT: SOVIETS PROPOSE TO RESUME MARINE CARGO INSURANCE
NEGOTIATIONS

SUMMARY: FOREIGN TRADE DEPMIN IVANOV SAYS SOVIETS ARE
PREPARED TO RESUME MARITIME CARGO INSURANCE NEGOTIATIONS.
MUCH TIME HAS PASSED SINCE JANUARY MEETING, HE SAID,
"PROBLIMS NEED TO BE RESOLVED", AND THERE ARE "NEW IDEAS"
TO DISCUSS IN LIGHT OF CHANGED SITUATION. HE ASKS THAT
U.S. SIDE PROPOSE 2 OR 3 DATES EITHER BEFORE OR, PRE-
FERABLY, AFTER HIS VACATION (SEPTEMBER 10 TO OCTOBER 8).
ALSO ASKS U.S. TO PROPOSE VENUE; U.S. IS TOO FAR;
SOMEWHERE IN BETWEEN, LONDON OR MOSCOW ARE ALL OKAY.
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ACTION REQUESTED: MARAD TO PROPOSE DATES AND VENUE FOR
MEETING. END SUMMARY.

1. IN AUGUST 9 MEETING ARRANGED AT HIS REQUEST, DEPUTY
MINISTER OF FOREIGN TRADE IVANOV INFORMED ACTING A/C
COUNSELOR THAT SOVIETS ARE PREPARED TO RESUME MARINE
CARGO INSURANCE NEGOTIATIONS. IVANOV ATTRIBUTED DELAY

IN SOVIET RESPONSE TO U.S. SIDE'S JANUARY PROPOSAL TO FACT THAT NO-ONE LIKES TO FEEL HE IS NEGOTIATING UNDER PRESSURE, AND HE INDICATED THAT SOVIETS REGARDED STR HEARINGS AND PRESIDENTIAL DETERMINATION AS FORMS OF PRESSURE.

2. HE EXPLAINED RENEWED SOVIET INTEREST IN NEGOTIATING AS RESULT OF FACT THAT MUCH TIME HAS PASSED SINCE JANUARY MEETING (AND PROPOSED BUT ABORTED MARCH MEETING), THE SITUATION HAS CHANGED (POSSIBLY A REFERENCE TO THE STR HEARINGS AND THE PRESIDENT'S DETERMINATION OF DISCRIMINATION), THERE IS A "NEED TO RESOLVE PROBLEMS", AND THERE MAY BE "NEW IDEAS" TO DISCUSS. IN LIGHT OF THE CHANGED SITUATION, IT IS TIME FOR A FACE-TO-FACE MEETING RATHER THAN WRITTEN COUNTER-PROPOSALS TO EARLIER PROPOSALS, IVANOV SAID.

3. ACTING COUNSELOR POINTED OUT THAT AT TIME OF PRESIDENTIAL DETERMINATION OF DISCRIMINATION USG HAD EXPRESSED HOPE THAT THE MATTER COULD BE SETTLED THROUGH NEGOTIATIONS. HE UNDERLINED, HOWEVER, THAT THESE WOULD HAVE TO BE SERIOUS NEGOTIATIONS LOOKING TOWARD A RESOLUTION OF THE PROBLEMS AND NOT JUST TALKS. HE SAID THAT THERE SEEMED TO BE AT LEAST THREE MATTERS INVOLVED NAMELY, OVER-AGE INSURANCE, DOUBLE INSURANCE ON GOODS BEFORE THEY REACH U.S. PORT, AND DISCRIMINATION, AND HE CONFIDENTIAL

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ASKED WHETHER IT WAS SOVIET VIEW THAT ALL THESE PROBLEMS SHOULD BE DISCUSSED AT THE NEXT TALKS. IVANOV AGREED THAT ALL THESE MATTERS SHOULD BE TAKEN UP.

4. ACTING COUNSELOR ASKED WHETHER IVANOV'S SUGGESTION OF FACE-TO-FACE MEETING AND MENTION OF NEW IDEAS MEANT THAT SOVIETS PLANNED TO TABLE A DRAFT TO OPEN THE NEXT TALKS. IVANOV SAID IT WAS TIME TO EXPLORE NEW ALTERNATIVES BUT HE WOULD RATHER NOT FORETELL PROCEDURE TO BE FOLLOWED. THE SOVIETS HAD SOME NEW IDEAS. HE WOULD RATHER NOT SAY THAT THE SOVIETS WERE NOT SATISFIED WITH THE U.S. PROPOSAL; HE WOULD SAY THEY MAY HAVE SUGGESTIONS TO IMPROVE IT, BUT THEY DON'T REJECT IT. THEY HAVE AN OPEN MIND ON IT. "THE FORM DOESN'T SUIT US; OTHERWISE, I WOULD SAY, WE WOULD HAVE SIGNED ALREADY."

5. IVANOV DID NOT PROPOSE A SPECIFIC DATE FOR THE TALKS. HE ASKED THAT ASSISTANT SECRETARY BLACKWELL (OR WHOEVER WILL CONDUCT THE NEGOTIATIONS FOR THE U.S. SIDE) MAKE TWO OR THREE SUGGESTIONS FROM WHICH HE COULD CHOOSE. IVANOV WILL BE ON VACATION FROM SEPTEMBER 10 TO OCTOBER 8, AND AS THE TIME REMAINING FOR A MEETING BEFORE THEN

IS RATHER SHORT, HE WOULD PREFER MEETING AFTERWARDS. BUT HE WOULD UNDERSTAND IF THE U.S. PREFERRED--"FOR REASONS OF STATE"-- TO MEET EARLIER AND THAT WOULD BE ALL RIGHT.

6. AS FOR VENUE, IVANOV SAID THE U.S. IN THE PAST HAD PROPOSED LONDON BECAUSE, AS HE UNDERSTOOD IT, IT WAS NEITHER THE U.S. NOT THE USSR AND THE U.S. HAD A MARITIME ATTACHE THERE. LONDON WAS STILL FINE WITH THE SOVIETS, WASHINGTON WAS TOO FAR AWAY, AND HE COULD UNDERSTAND THAT BLACKWELL MIGHT FEEL THE SAME WAY ABOUT MOSCOW. FOR THAT REASON SOME PLACE IN BETWEEN SEEMED DESIRABLE, PERHAPS PARIS OR SWEDEN IF NOT LONDON. IN RESPONSE TO A QUESTION, IVANOV SAID MOSCOW OWULD BE ALL CONFIDENTIAL

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RIGHT IF THAT WAS THE U.S. PREFERENCE.

7. IVANOV SAID THAT ON THE SOVIET SIDE HE WAS CHARGED WITH SEEING THIS MATTER THROUGH AND WOULD HEAD THE SOVIET DELEGATION. IN RESPONSE TO EMBOFF'S QUESTION, HE SAID THE REST OF THE SOVIET DELEGATION WOULD BE MUCH THE SAME AS BEFORE WITH ONLY MINOR CHANGES. AS EXAMPLE OF LATTER HE SAID THAT NOVOZHILOV WOULD NOT BE REPRESENTING INGOSSTRAKH AS HE IS NOW STATIONED IN LONDON. (WE ASSUME THIS MEANS SOVIETS ARE INTENDING TO INCLUDE MEL'NIKOV IN DELEGATION.)

8. COMMENT. TONE THROUGHOUT WAS CORDIAL AND BUSINESS-LIKE, EVEN WHEN WE PROBED FOR SOVIET VIEWS ON EARLIER U.S. PROPOSAL, INTENTIONS AT NEXT TALKS, AND COMPOSITION OF DELEGATION. IT APPEARS TO US THAT THE SOVIETS FEEL SOME PRESSURE TO RESUME NEGOTIATIONS AND THAT THEY WILL MEET AT U.S. CONVENIENCE REGARDING PLACE AND TIME SUBJECT TO ANY COMMITMENTS IVANOV HAS ALREADY MADE (INCLUDING HIS VACATION). HIS DESCRIPTION OF LIKELY SOVIET DELEGATION SUGGESTS THAT MEL'NIKOV WOULD NORMALLY BE INCLUDED, AND WE THINK THAT SHOULD RULE OUT MEETING IN LONDON AND PERHAPS IN A NUMBER OF OTHER WESTERN COUNTRIES AS WELL.

9. ACTION REQUESTED. MARAD TO PROPOSE DATES AND VENUE FOR MEETING FOR EMBASSY TO COMMUNICATE TO IVANOV. TOON UNQUOTE VANCE

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